



Our Mission; To Ensure Your Success

Exit Planning: If possible, you should consider a two or three year exit strategy. This allows for you to work with a team of advisors not only to maximize the sale of your company but to ensure that you keep the most of that value that you have created. The CBB Group works with other trusted advisors such as Wealth Management, CPA's and Estate Attorneys that can assist you in this process. We will provide you with a market range of value for your company and discuss ways to maximize that value over a two to three year, time horizon. Then when you're ready, we will be too.

Our first meeting is structured to see if you are ready and able to sell. We start by sitting down with you and your team, at no cost to get to know you and review your goals. During this process we will review the following:

- Companies Financial History*
- Companies Market Position*
- Competitive Advantages*

By spending this time with you up front, we will be able to advise you if now is the time to sell your business and what the market range evaluation is. If the time is right, then and only then, will we offer our services. If now is not the time to sell, we are able to give you a path and timeline that can help you prepare your company for sale in the future.

Services

Once the decision to sell has been made, it is essential to prepare, and to prepare well, so that you get the best possible price.

What should you expect?

The first step is to learn what your business is really worth. It is our policy that our listing clients undergo a confidential Business Valuation and Review. The purpose of this is to fully inform prospective buyers and their advisors about your business including its history, strengths, weaknesses, opportunities and most importantly, its intangible values.

We believe very strongly that it is essential for these facts to be presented professionally, accurately, and in the best possible context in order to obtain the best possible price for your business. As a qualified buyer, you want and deserve nothing less. The cost of this essential service is refunded to the seller at closing.

Once you understand that value, the next step is to build upon or even multiply that value.

Business Valuation

This process provides an objective market value and will demonstrate the true economic performance of your business, by highlighting the tangible and non-tangible values. This allows you to present detailed, defensible information about your company, addressing the specific interests and concerns of experienced, sophisticated buyers. The CBB Group is very thorough in collecting information necessary to provide accurate documentation of the business, thereby saving time during a buyer's due diligence.

Marketing

A Confidential Memorandum is prepared to enhance the presentation of vital business information for presentation to buyers. The marketing of each business will depend upon the size and type of business and the number of potential buyers in our database. The CBB Group uses the local paper in major cities, the Wall Street Journal, USA Today, and buyers from other affiliate offices, plus our database of over 1,000 investment groups. We publicize engagements on various internet sites and direct mail to prospective buyers to generate as much activity as we possibly can. Discretion and confidentiality are greatly considered when we advertise. We do not list the business name, location or any other information specific to the actual business.

Welcome to The CBB Group

Since 2000, The CBB Group, Inc. has been serving owners of privately held companies in the Pacific Northwest as trusted advisors. As a leading provider of business brokerage/merger and acquisition services, The CBB Group's mission is to ensure our clients success. Our team of trusted advisors, work with our clients through each step of the transaction process, from creating a market for their business to working with other advisor's, the buyer, legal counsel and through closing.

The CBB Group, Inc.

14202 SE Johnson Road, Suite 208

Portland, OR 97267

Phone: 503-233-8600

Fax: 503-501-4848

<http://thecbbgroup.com>